

# THE CHRONICLES



## Youva Masterstroke

Youva Master Stroke 2018 witnessed participation from 1,600 cities across India.

## Organization Update

In the new business year, we are happy to expand in the Nepal and Andaman markets.

## Colours of learning shades of fun

At Navneet we have introduced some really exciting colouring books for children.

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This newsletter has been curated to keep the entire Navneet family updated about important activities, events, promotions that have happened over the past year. Going forward, **The Chronicles** will share details about various activities and initiatives taking place every month.



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In the new business year, we are happy to expand in the Nepal and Andaman markets.



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'Eat breakfast like a king, lunch like a prince, and dinner like a pauper'

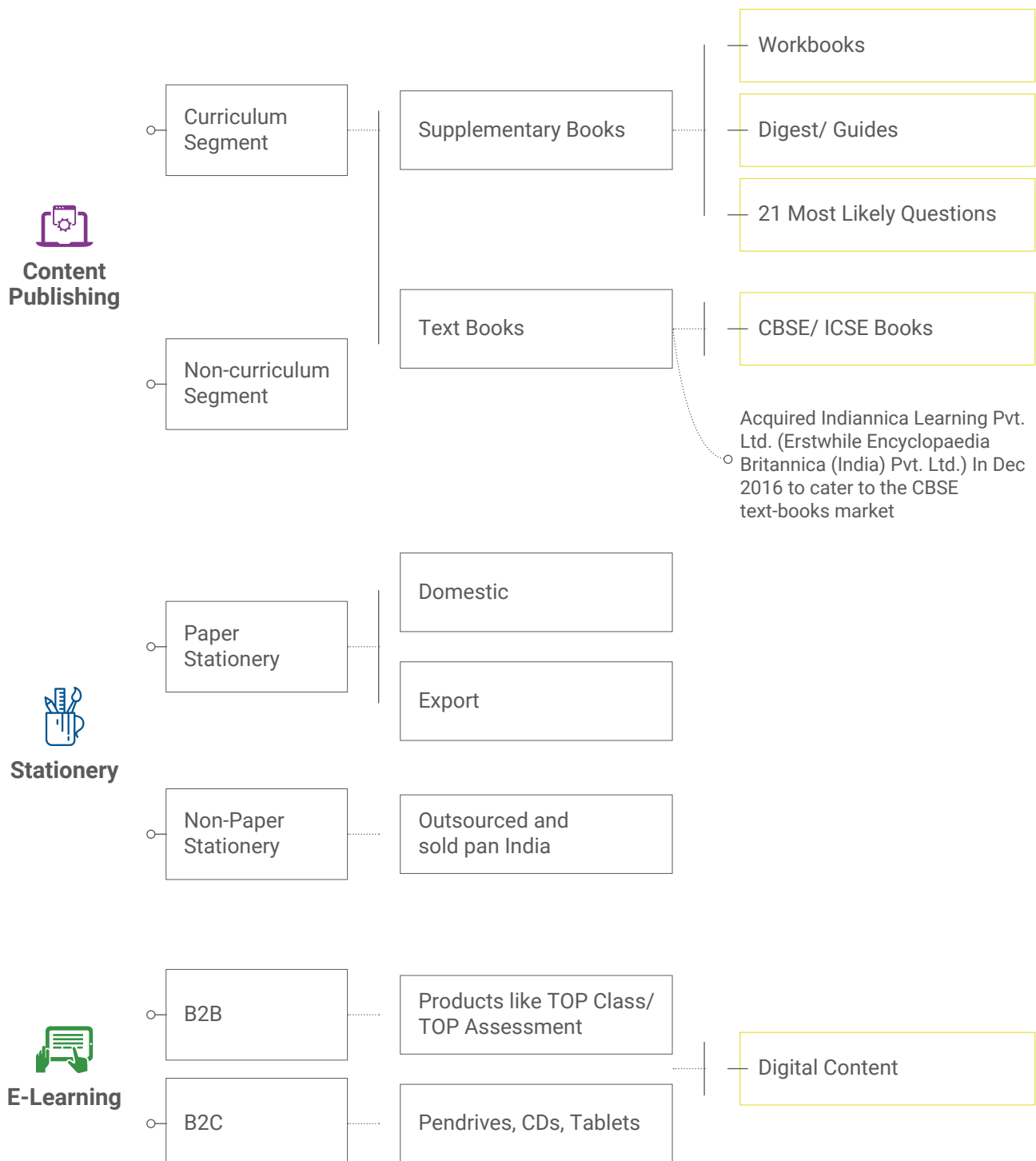
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### Trivia

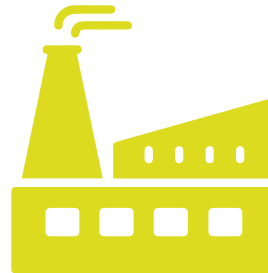
Shakuntala Devi holds the record for beating computers in mathematical computations.

# SEGMENTAL OVERVIEW

## A brief summary of Navneet Divisions



## Quick Facts



4 PLANTS

1,959  
Established

More than  
5,000  
Titles  
published

5  
Number of  
languages  
published

INR  
15,322  
FY2018 PAT  
in Lakh

INR  
116,145  
FY2018 Total  
Revenue in  
Lakh

INR  
26,392  
FY2018 EBITDA  
in Lakh

3  
Number of  
Subsidiaries

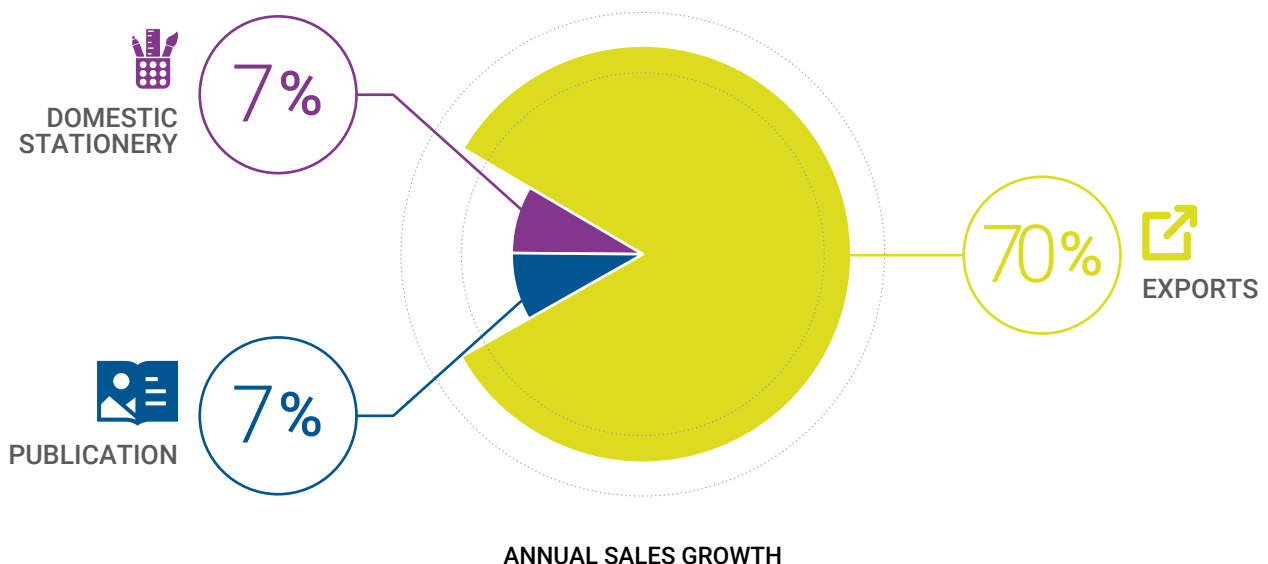
INR  
80,841  
FY2018 Networth  
in Lakh



# ORGANIZATION UPDATE

In the new business year, we are happy to expand in the Nepal and Andaman markets.

## Sales Growth Percentages from October 2017 to September 2018



## Youva Masterstroke



Youva Master Stroke 2018 witnessed participation from 1,600 cities across India. Established as a one-of-its kind drawing competition, Youva Master Stroke has yet again raised the bar with registrations of **30,00,000** students from **13,500** schools.

Currently, the Youva Sales team is felicitating individual school winners and their drawing teachers.

## New Product Development

The following have been developed over the last business year:

### DOMESTIC STATIONERY



#### Youva Life series

Bringing to life the colorful and bright spirit of the youth, Youva introduced the Youva Life series - a stylish Neon Trendy Series to attract the youth.



#### Rainbow Series

Famous monuments were painted in the shades of a rainbow to showcase unity. The special feature of the product was the different coloured bordering on each page.



#### Limited Edition series

To celebrate each festival and to bring in freshness & variety in our portfolio, Limited Edition was launched to commemorate different occasions (Independence Day, Onam, Rakhi, Ganesh Chaturthi, Gandhi Jayanti, Navratri and most recently, Diwali).



#### HQ

These notebooks have been specially designed for working professionals and executives, who often demand products with minimalistic sophistication.



#### Trendy Tina

"Fashion is a reflection of your personality, so have fun and experiment"; keeping this ideology in mind, Youva, has yet again set a benchmark and is detouring from the mainstream of college styling & long books, by launching the first of its kind magazine long book Trendy Tina which will help all the girls out there with wardrobe dilemmas in this summer, and back to college season.

## CHILDREN'S BOOK DIVISION



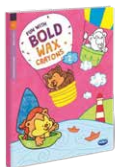
### Fun with Paint

Who says painting can only be done with brushes? With unique methods such as spray painting, fingerprint painting, mosaic and lots more, with these books, the child develops an interest for the extraordinary.

We also have a wide range of unique and fun colouring books:



### Fun With Pencil



### Fun With Bold Wax Crayons



### Fun With Oil Pastels



### Fun With Wax Crayons



### Neon Colouring

Experience magic with these neon sticker and colouring books. Bright and vibrant colours make colouring even more fun.



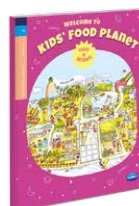
### Colour Club

Fulfill your child's dream by making them experience the royal world of a princess. Get your colours along and paint your own imagination with this fun & unique tattoo book for boys & girls.



### Mask Mania

This is an excellent and well-graded creative series. The children can first colour the pictures and then convert them into mesmerising masks. An activity that involves double the fun!



### Kids Food Planet

The book focuses on a unique, graphic way to expose children to basic nutritional concepts and to instill in them healthy eating habits. The books also focus on the simple science of How to Build a Healthier Body by explaining the "exact impact" of how food choices affect their overall health and growth each day.

# AWARDS AND ACHIEVEMENTS



We are proud to announce that E-Sense Learning Private Limited was awarded as “The Most Trusted Digital Education Brand of the Year” on August 8, 2018

## News Coverage

### CHILDREN'S BOOK DIVISION



Kids Food Planetet



Mask Mania, Neon Colouring and Style Your Nails

### STATIONERY DIVISION



Ganesh Chaturthi



Gandhi Jayanti

### YOUVA MASTERSTROKE



Youva Masterstroke



# EVENTS

## CHILDREN'S BOOK DIVISION



### Participation in CP Goenka

A fun series of activities was conducted at the CP Goenka School by dietician Toral Shah as a part of a new product launch for the book Kids Food Planet. We conducted a puppet show to educate children on healthy eating.



### Krazy Kidz Karnival

Navneet Education Ltd geared up to be a part of Krazy Kidz Karnival, the biggest kids carnival happening in the city October 26 to 28 at BKC). Navneet Education had a special activity centre for children and fun activities were conducted to engage and educate kids.



### Bangalore Book Fair

Navneet Education and the Kids Book Division participated at the Bangalore Book Fair and received the second-best display award.



### The Book Fair

Having been an annual event at Pragati Maidan for almost two decades now, the stationery and art materials fair made a comeback on August 25 to coincide with The Book Fair 2018. Organised by ITPO, it saw popular art supplies and stationery brands from India and abroad. Navneet Education Ltd displayed a wide range of products across children's books & stationery.

## DOMESTIC STATIONERY



### IIM B- Eximius

Youva participated in IIM Bangalore's Entrepreneurship Summit as the stationery partner in August and provided gift hampers for guest speakers and showcased its product portfolio.

### Tsunami, A Lala College Festival

Youva was the proud sponsor of the Management Festival Tsunami, a Lala College festival, in September. Youva was the stationery and gifting partner.

# INDIVIDUAL ACHIEVERS

## Domestic Stationery Zone -1

NAME OF SE	CATEGORY
<b>AUGUST</b>	
1 Vinod Deshmukh - Mumbai 1	Productivity
2 Sandeep Pathak - Mumbai 1	Sales Value
3 Vinod A Name - Mumbai 1	Range Selling (All India)
4 Kalpesh Mhamane - Pandharpur	Sales Value
5 Vilas Kumbhare - Nagpur	Productivity
6 Sachin Ganvir - Nagpur	Sales Value
7 Gorakhnath Patil - Nashik	Sales Value / Range Selling
8 Sunil Kumar H - Karnataka	Range Selling
9 P. Sivasubramanian - Madurai	Sales Value
10 Hrishikesh Singh - Bihar	Productivity (All India Level)/ Sales Value/ Range Selling
11 Lalit R. Mohanty - Balasore	Sales Value
12 Prakash Thorat - Nashik	Sales Value
13 Pradip Pisal - Pune	Range Selling
<b>SEPTEMBER</b>	
1 Amit Vitthal Mohale - Mumbai 2	Sales Value
2 Anand Jaiswar - Mumbai 1	Range Selling (All India)
3 Nilesh Thombare - Satara	Sales Value
4 Vilas Kumbhare - Nagpur	Productivity
5 Rajesh Taravate - Pune	Sales Value
6 Gorakhnath Patil - Nashik	Productivity (All India)
7 Nikhil Kohak - Ahmednagar	Sales Value
8 Saneesh K. R - Ernakulum 3	Sales Value
9 Sunil Kumar H - Karnataka	Range Selling
10 P. Sivasubramanian - Madurai	Sales Value
11 Hrishikesh Singh - Bihar	Productivity / Sales Value/ Range Selling
12 Pradip Pisal - Pune	Sales Value / Range Selling

## Domestic Stationery Zone -2

NAME OF SE	CATEGORY
<b>AUGUST</b>	
1 Sandeep Jadav - Rajkot	Productivity
2 Bhanu Pratap Pal - Sagar	Productivity
3 Jignesh Bhatt - Valsad	Sales Value
4 Vijay Raval - Himmatnagar	Sales Value
5 Vijay Vare - Ujjain	Sales Value
6 Pawan Singla - Bikaner	Sales Value
7 Kapil Yadav - Faridabad	Sales Value
8 Vijay Singh Rawat - Dehradun	Sales Value
9 Vijay Singh Rawat - Dehradun	Sales Value (All India)
10 Unmesh Dave - Ahmedabad	Range Selling
11 Bhanu Pratap Pal - Sagar	Range Selling
12 Dinesh Kumar - Amritsar	Range Selling
13 Pankaj Goel - Ghaziabad	Range Selling
<b>SEPTEMBER</b>	
1 Sachin Shinde - Surat	Sales Value
2 Bhavin Vamja - Rajkot	Sales Value
3 Vijay Vare - Ujjain	Sales Value
4 Pawan Singla - Bikaner	Sales Value
5 Hemant Dhingra - Bhatinda	Sales Value
6 Sohanbeer Giri - Roorkee	Sales Value (All India)
7 Arvind Shukla - Indore	Range Selling
8 Pankaj Goel - Ghaziabad	Range Selling

# TRAINING & DEVELOPMENT

Human resource management regards training and development as a crucial function concerned with organisational activity aimed at bettering the job performance of individuals and groups in organisational settings. Among various trainings conducted through the year in the previous quarter, the following learning activities and seminars were conducted:



## A PSL (Pressure Sensitive Label)

Training program organised by Avery Dennison for the Quality department employees of Silvassa & Khaniwade plant.



## Aids Awareness Training organised by State Aids Control Society

The awareness program was held for all the employees at the Silvassa plant.



## Fire Safety Training

We encouraged employees to participate in the fire safety training and become certified fire-fighters. 50 employees from Silvassa plant, 44 employees at Khaniwade & 25 employees from Dantali were trained for the program.

# EMPLOYEE ENGAGEMENT ACTIVITIES

## Employee Welfare Programme



### Silvassa Plant

Navneet organised a medical checkup for all canteen employees.



### Dantali Plant

As employees are exposed to heavy printing machinery, which can damage the eyes, Navneet organised an eye health checkup and educated the team on simple eye care steps.



## Employee Celebrations



### Friendship Day

We are colleagues, we are friends. To mark this beautiful day, employees exchanged friendship bands.



### Independence Day

To celebrate the freedom of our country the employees decided to wear tricolour clothes and we had a small celebration with delicious snacks.



### Boss Day

To mark this special day, we had a special celebration in office to thank our bosses who work so hard to push us to our highest potential.



### Monthly Cake Cutting

A tradition followed for years, we believe in celebrating every employee's birthday by gathering the entire department for a small celebration on the last Monday of every month. The celebration is specific to the Domestic Stationery at the Dadar office. People born in that month come together to cut the cake.



### Dussehra

The entire Navneet family had its own style of celebrating and our team at the factory did so with great enthusiasm. We had a special garba session, an awards ceremony (which showcased talented people) followed by a ceremony to worship our machines.

## Retailer Visits



Bharuch and Ankleshwar Gujarat retailer business tour with distributors to Kulu Manali



Nadiad and Anand Gujarat retailer visit at our Silvassa factory for Navneet product knowledge and factory visit



Surat retailer visit at our Silvassa factory



# HEALTH AND FITNESS

**“ Eat breakfast like a king,  
lunch like a prince, and  
dinner like a pauper**



## Pro-tip

Keeping yourself hydrated is key. Have at least 2 to 3 litres of water, especially in the heat.

## Happy and friendly environment



Create a happy and friendly environment by interacting with your colleagues



Seek help and reach out to people who need help



Be a team player and be part of every activity

## Eating and drinking healthy

Keep sipping organic tea - for instance, organic chamomile tea. It has several health benefits, including the ability to detox the body. Chamomile tea contains antioxidants that help your body naturally clear the gall bladder and digestive tract. This makes chamomile tea one of the top detox teas. Its antioxidants strengthen the body to naturally detox your liver while guarding against colds or flus. Chamomile tea's anti-inflammatory properties make it a natural way to detox, so the next time you're waiting for your printer to finish why not brew a tea bag in a cup of hot water?

Always want something to binge on at your desk? Binge on healthy nuts, which are tasty too. Have more protein in your lunch and avoid water immediately after lunch.

## Get up and move

Constant movement is important. Walking around, meeting your colleagues, speaking to someone or even taking a short loo break is healthier than just sitting in a chair for long hours. Taking the stairs instead of the lift, even for one floor, will keep you healthy and happy.

Implement simple changes such as standing up and talking on the phone or walking around and checking email on your phone rather than on your computer. Sitting at your desk and stretching your arms, rotating your palms is another way of releasing stress.

# CSR AND SUSTAINABILITY

## Navneet Foundation

### Teachers' training programme



Under the Mission Education programme, Navneet Foundation conducts teachers' training workshops to ensure effective learning for first-generation educators.

With teachers forming the backbone of any educational system, the reinvention of their skillset is mandatory for positive learning outcomes. Through various tools and methodologies, the Education Policy and National Curriculum Framework (NCF 2005) recommended a programme that engages curiosity and promotes experiential learning. Keeping this in mind, the Navneet Foundation initiated the Krutipatrika Training Workshop for teachers – a series of sessions that equips educators with necessary competencies.

### Krutipatrika Training Workshops



Designed to enable teachers to understand the concept of activity-based evaluation ('Krutipatrika' means 'language'). The workshops sparked curiosity and addressed gaps in the education system. It not only led to the creation of insights amongst the teaching community about a new evaluation system, but also opened opportunities

for fellow teachers to conduct such trainings in their respective regions. Till date, Navneet Foundation has built a bank of more than 50 resources to conduct Krutipatrika workshops across Maharashtra.

Over four months, 2,521 teachers have undergone training in 46 workshops conducted in cities like Nashik, Aurangabad, Mumbai, Pune and Satara.

## CSR

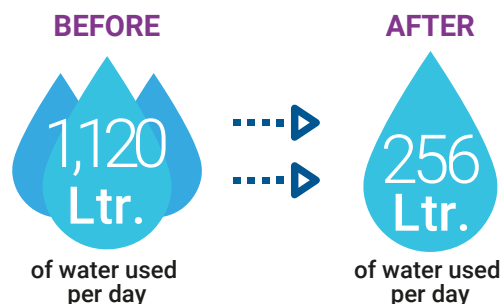
Navneet Education Ltd's Silvassa plant contributed 7,758 notebooks to the Child Protection Service District Child Protection Unit Collectorate in Daman.

The Khaniwade plant contributed 14,800 notebooks and 19,600 pencils.

## Environment and sustainability

### Silvassa plant - water conservation project

Before: Water conservation is an important issue we wanted to address at Silvassa. For this, we installed a new valve for water supply to enable saving on a daily basis. We achieved this by rationing the water flow per second and we now end up saving more than 800 litres every day.



### Silvassa power saving

By replacing smooth V-belts by notched V-belts, Rs.1,49,170 was saved. By replacing general motors with high-efficiency motors, we saved Rs.1,18,160.

# MANAGEMENT LESSON



## Value of time

Once a king and a lazy man named Haria were very good friends. One morning, the king said: "Why don't you work to earn some money?"

Haria said: "No one gives me a job. My enemies told everyone that I never do any work on time."

The kind king said: "You can go into my treasury and collect as much wealth as you can till sunset."

Haria rushed home to tell this to his wife. She said: "Go and get the gold coins and gems now."

"I cannot go now. Give me lunch first."

After lunch, he took a nap for an hour. Then in the late afternoon, he picked some bags and went to the palace. On the way, he felt hot so he sat under a tree to rest. Then, two hours later, he got up to go but saw a man showing some magic tricks. He stopped to watch for an hour again.

When he reached the palace, it was already sunset. The palace gates had been shut. So Haria had lost a golden chance because he had not learnt the value of time.

## TRIVIA



**Shakuntala Devi** holds the record for **beating computers** in mathematical computations.



The most popular invention that is used in our day-to-day lives, the **ballpoint pen**, was **invented by the Biro brothers**.



**Brihadishvara Temple** is a Hindu temple dedicated to Shiva in Thanjavur, Tamil Nadu. The famous temple was **built by Raja Chola I** between 1003 and 1010 AD. It is the **world's first granite temple**.